

NORTH CAROLINA COMMUNITY COLLEGE SYSTEM

R. Scott Ralls, Ph.D.

President

August 18, 2014

MEMORANDUM

TO: Presidents
Chief Academic Officers

FROM: Wesley E. Beddard
Associate Vice President, Programs

RE: State Board Action on August 15, 2014
New, Revised, and Archived Curriculum Standards
Business Administration Alignment Project (BAAP)

On August 15, 2014, the State Board of Community Colleges approved the recommendations of the Business Administration Alignment Project (BAAP) participants which included the following:

Curriculum standard revisions for the following programs:

- Business Administration (A25120)
Archived the Business Administration Concentrations and streamlined these into one Career Cluster Model for Business Administration (A25120).
- Business Administration/Shooting and Hunting Sports Management (A2512J)
Revised the title, description and courses to reflect elimination of the concentration (A2512J) into a standalone program titled Hunting and Shooting Sports Management (A25600)

New curriculum standard for the following program:

- Global Logistics and Distribution Management Technology (A25610)
Archived two programs (Business Administration/Logistics Management and Global Logistics Technology) and created Global Logistics and Distribution Management Technology (A25610).

Colleges that currently have approval for either Global Logistics Technology (A25170) or Business Administration/Logistics Management (A2512E) received approval for Global Logistics and Distribution Management Technology (A25610). *These colleges will need to submit an electronic program of study for Global Logistics and Distribution Management Technology for System Office review and approval in order to finalize the approval process.*

The archived Global Logistics Technology (A25170) program was on the list of Special Application curriculum titles, therefore the new Global Logistics and Distribution Management Technology (A25610) program has been added to the list of Special Application curriculum titles. For more information about the abbreviated application approval process, please refer to Section 3A of the *Curriculum Procedures Reference Manual*.

Presidents
Chief Academic Officers
August 18, 2014

Archived the following curriculum standards:

- Business Administration/ Banking and Finance (A2512A)
- Business Administration/Customer Service (A2512B)
- Business Administration/Electronic Commerce (A2512I)
- Business Administration/Human Resources Management (A2512C)
- Business Administration/Import Export Compliance (A2512K)
- Business Administration/International Business (A2512D)
- Business Administration/Logistics Management (A2512E)
- Business Administration/Marketing and Retailing (A2512F)
- Business Administration/Operations Management (A2512G)
- Business Administration/Public Administration (A2512H)
- Global Logistics Technology (A25170)

Archiving the Business Administration concentrations results in the removal of course restrictions that are currently noted as "unique" restrictions on the Business Administration concentration curriculum standards.

Please be aware that you must implement the revised standards no later than one year after the effective term. You must update your college's electronic programs of study and receive approval from the System Office prior to implementation of the revised program.

Please note that the course revisions submitted by the BAAP participants were approved by the Curriculum Review Committee on May 29, 2014. These course revisions were outlined in numbered memo CC14-020 which was distributed to all colleges in June of 2014.

We wish to express our appreciation to Forsyth Technical Community College for taking the lead in the Business Administration Alignment Project. We would also like to express our appreciation to the BAAP participants and reviewers at each of the fifty-eight colleges.

If you have any questions concerning these State Board action items, please contact Jennifer Frazelle at 919.807.7120 or frazellej@ncccommunitycolleges.edu. The revised and new curriculum standards are attached for your convenience. You may also view all curriculum standards, the *Curriculum Procedures Reference Manual* and curriculum courses by visiting the Academic Programs website at:

<http://www.ncccommunitycolleges.edu/academic-programs>

WB/JF/gr

Attachments

c: Dr. Lisa M. Chapman
Ms. Jennifer Frazelle
Ms. Elizabeth Self
Program Coordinators

CC14-026
Email

Curriculum Standard for Business Administration

Career Cluster: Business Management & Administration, Finance, Government & Public Administration, and Marketing.

Cluster Description: The planning, organizing, directing and evaluating business functions essential to efficient and productive business operations; planning and related services for financial and investment planning, banking, insurance, and business financial management; executing governmental functions including governance, national security, foreign service, planning, revenue and taxation, and regulations; planning, managing, and performing marketing activities to reach organizational objectives.

Pathway: Business Administration

Effective Term: Fall 2015 (2015*03)

Program Majors Under Pathway

Program Major / Classification of Instruction Programs (CIP) Code	Credential Level(s) Offered	Program Major Code
Business Administration CIP Code: 52.0201	AAS/Diploma/Certificate	A25120

Pathway Description:

The Business Administration curriculum is designed to introduce students to the various aspects of the free enterprise system. Students will be provided with a fundamental knowledge of business functions, processes, and an understanding of business organizations in today's global economy. Course work includes business concepts such as accounting, business law, economics, management, and marketing. Skills related to the application of these concepts are developed through the study of computer applications, communication, team building, and decision making. Through these skills, students will have a sound business education base for lifelong learning. Graduates are prepared for employment opportunities in government agencies, financial institutions, and large to small business or industry.

I. General Education Academic Core

[Curriculum Requirements for associate degree, diploma, and certificate programs in accordance with ID SBCC 400.97 (3): Degree programs must contain a minimum of 15 semester hours including at least one course from each of the following areas: humanities/fine arts, social/behavioral sciences, and natural sciences/mathematics. Degree programs must contain a minimum of 6 semester hours of communications. Diploma programs must contain a minimum of 6 semester hours of general education; 3 semester hours must be in communications. General education is optional in certificate programs.]

Business Administration

Recommended General Education Academic Core	AAS	Diploma	Certificate																								
Minimum General Education Hours Required:	15 SHC	6 SHC	0 SHC																								
<p><i>Courses listed below are recommended general education courses for this curriculum standard. Colleges may choose to include additional or alternative general education courses to meet local curriculum needs.</i></p> <p>Communication:</p> <table style="width: 100%; border: none;"> <tr> <td style="width: 30%;">COM 110 Introduction to Communication</td> <td style="width: 20%;">3 SHC</td> <td></td> <td></td> </tr> <tr> <td>COM 120 Intro Interpersonal Com</td> <td>3 SHC</td> <td></td> <td></td> </tr> <tr> <td>COM 231 Public Speaking U</td> <td>3 SHC</td> <td></td> <td></td> </tr> <tr> <td>ENG 111 Writing and Inquiry U</td> <td>3 SHC</td> <td></td> <td></td> </tr> <tr> <td>ENG 112 Writing/Research in the Disc U</td> <td>3 SHC</td> <td></td> <td></td> </tr> <tr> <td>ENG 114 Prof Research & Reporting</td> <td>3 SHC</td> <td></td> <td></td> </tr> </table>	COM 110 Introduction to Communication	3 SHC			COM 120 Intro Interpersonal Com	3 SHC			COM 231 Public Speaking U	3 SHC			ENG 111 Writing and Inquiry U	3 SHC			ENG 112 Writing/Research in the Disc U	3 SHC			ENG 114 Prof Research & Reporting	3 SHC			6 SHC	3-6 SHC	Optional
COM 110 Introduction to Communication	3 SHC																										
COM 120 Intro Interpersonal Com	3 SHC																										
COM 231 Public Speaking U	3 SHC																										
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ENG 114 Prof Research & Reporting	3 SHC																										

**Within the degree program, the institution shall include opportunities for the achievement of competence in reading, writing, oral communication, fundamental mathematical skills, and basic use of computers.*

ENG 116	Technical Report Writing	3 SHC	3 SHC	0-3 SHC	Optional
Humanities/Fine Arts:					
ART 111	Art Appreciation U	3 SHC			
HUM 110	Technology and Society	3 SHC			
HUM 115	Critical Thinking	3 SHC			
HUM 230	Leadership Development	3 SHC			
MUS 110	Music Appreciation U	3 SHC			
PHI 230	Introduction to Logic	3 SHC			
PHI 240	Introduction to Ethics U	3 SHC			
Social /Behavioral Sciences:					
ECO 151	Survey of Economics	3 SHC	3 SHC	0-3 SHC	Optional
ECO 251	Prin of Microeconomics U	3 SHC			
ECO 252	Prin of Macroeconomics U	3 SHC			
POL 120	American Government U	3 SHC			
PSY 118	Interpersonal Psychology	3 SHC			
PSY 150	General Psychology U	3 SHC			
SOC 210	Introduction to Sociology U	3 SHC			
Natural Sciences/Mathematics:					
MAT 110	Math Measurement and Literacy	3 SHC	3-4 SHC	0-3 SHC	Optional
MAT 121	Algebra/Trigonometry I	3 SHC			
MAT 143	Quantitative Literacy U	3 SHC			
MAT 152	Statistical Methods I U	4 SHC			
MAT 171	Precalculus Algebra U	4 SHC			
<p>U indicates a Universal General Education Transfer Component (UGETC) course included in the Comprehensive Articulation Agreement. UGETC courses are guaranteed to transfer to any of the sixteen University of North Carolina senior institutions as equivalent credit within defined distribution limits.</p>					

II. Major Hours. AAS, diploma, and certificate programs must include courses which offer specific job knowledge and skills. Work-based learning may be included in associate in applied science degrees up to a maximum of 8 semester hours of credit; in diploma programs up to a maximum of 4 semester hours of credit; and in certificate programs up to a maximum of 2 semester hours of credit. Below is a description of each section under Major Hours.

- A. Technical Core.** The technical core is comprised of specific courses which are required for all Program Majors under this Curriculum Standard. A diploma program offered under an approved AAS program standard or a certificate which is the highest credential level awarded under an approved AAS program standard must include a minimum of 12 semester hours credit derived from the curriculum core courses or core subject area of the AAS program.
- B. Program Major(s).** The Program Major must include a minimum of 12 semester hours credit from required subjects and/or courses. The Program Major is in addition to the technical core.
- C. Other Major Hours.** Other major hours must be selected from prefixes listed on the curriculum standard. A maximum of 9 semester hours of credit may be selected from each prefix listed, with the exception of prefixes listed in the core.

Business Administration	AAS	Diploma	Certificate																																																																																																																																																						
Minimum Major Hours Required:	49 SHC	30 SHC	12 SHC																																																																																																																																																						
<p>A. Technical Core: <i>Courses required for the diploma program major are designated with an asterisk (*).</i></p> <table style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 10%;"></td> <td style="width: 10%;">BUS</td> <td style="width: 10%;">110</td> <td style="width: 50%;">Introduction to Business</td> <td style="width: 10%; text-align: right;">3 SHC</td> <td></td> </tr> <tr> <td>*</td> <td>BUS</td> <td>115</td> <td>Business Law I</td> <td style="text-align: right;">3 SHC</td> <td></td> </tr> <tr> <td>*</td> <td>BUS</td> <td>137</td> <td>Principles of Management</td> <td style="text-align: right;">3 SHC</td> <td></td> </tr> <tr> <td>*</td> <td>MKT</td> <td>120</td> <td>Principles of Marketing</td> <td style="text-align: right;">3 SHC</td> <td></td> </tr> </table> <p>Required Subject Areas: *Accounting. 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Select one:</p> <table style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 10%;"></td> <td style="width: 10%;">CIS</td> <td style="width: 10%;">110</td> <td style="width: 50%;">Introduction to Computers</td> <td style="width: 10%; text-align: right;">3 SHC</td> <td></td> </tr> <tr> <td></td> <td>CIS</td> <td>111</td> <td>Basic PC Literacy</td> <td style="text-align: right;">2 SHC</td> <td></td> </tr> <tr> <td></td> <td>OST</td> <td>137</td> <td>Office Software Applicat.</td> <td style="text-align: right;">3 SHC</td> <td></td> </tr> </table> <p>Required Subject Areas (Select one subject area):</p> <p>General Business Administration <i>12 hours to be selected from the following prefixes:</i> BUS and CSV.</p> <p>Banking and Finance <i>Select one of the following tracks:</i></p> <table style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 10%;"></td> <td style="width: 10%;">BAF</td> <td style="width: 10%;">110</td> <td style="width: 50%;">Principles of Banking</td> <td style="width: 10%; text-align: right;">3 SHC</td> <td></td> </tr> <tr> <td></td> <td>BAF</td> <td>131</td> <td>Fund of Bank Lending</td> <td style="text-align: right;">3 SHC</td> <td></td> </tr> <tr> <td></td> <td>BAF</td> <td>141</td> <td>Law & Banking: Principles</td> <td style="text-align: right;">3 SHC</td> <td></td> </tr> <tr> <td></td> <td>BAF</td> <td>222</td> <td>Money and Banking</td> <td style="text-align: right;">3 SHC</td> <td></td> </tr> </table> <p>OR</p> <table style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 10%;"></td> <td style="width: 10%;">AIB</td> <td style="width: 10%;">110</td> <td style="width: 50%;">Principles of Banking</td> <td style="width: 10%; text-align: right;">3 SHC</td> <td></td> </tr> <tr> <td></td> <td>AIB</td> <td>131</td> <td>Fund of Bank Lending</td> <td style="text-align: right;">3 SHC</td> <td></td> </tr> <tr> <td></td> <td>AIB</td> <td>141</td> <td>Law & Banking: Principles</td> <td style="text-align: right;">3 SHC</td> <td></td> </tr> <tr> <td></td> <td>AIB</td> <td>222</td> <td>Money and Banking</td> <td style="text-align: right;">3 SHC</td> <td></td> </tr> </table> <p>Human Resources Management</p> <table style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 10%;"></td> <td style="width: 10%;">BUS</td> <td style="width: 10%;">217</td> <td style="width: 50%;">Employment Law and Regs</td> <td style="width: 10%; text-align: right;">3 SHC</td> <td></td> </tr> <tr> <td></td> <td>BUS</td> <td>234</td> <td>Training and Development</td> <td style="text-align: right;">3 SHC</td> <td></td> </tr> <tr> <td></td> <td>BUS</td> <td>256</td> <td>Recruit Select & Per Plan</td> <td style="text-align: right;">3 SHC</td> <td></td> </tr> <tr> <td></td> <td>BUS</td> <td>258</td> <td>Compensation and Benefits</td> <td style="text-align: right;">3 SHC</td> <td></td> </tr> <tr> <td></td> <td>BUS</td> <td>259</td> <td>HRM Applications</td> <td style="text-align: right;">3 SHC</td> <td></td> </tr> </table>		BUS	110	Introduction to Business	3 SHC		*	BUS	115	Business Law I	3 SHC		*	BUS	137	Principles of Management	3 SHC		*	MKT	120	Principles of Marketing	3 SHC			ACC	115	College Accounting	4 SHC			ACC	120	Prin of Financial Accounting	4 SHC			ECO	151	Survey of Economics	3 SHC			ECO	251	Prin of Microeconomics	3 SHC			ECO	252	Prin of Macroeconomic	3 SHC			CIS	110	Introduction to Computers	3 SHC			CIS	111	Basic PC Literacy	2 SHC			OST	137	Office Software Applicat.	3 SHC			BAF	110	Principles of Banking	3 SHC			BAF	131	Fund of Bank Lending	3 SHC			BAF	141	Law & Banking: Principles	3 SHC			BAF	222	Money and Banking	3 SHC			AIB	110	Principles of Banking	3 SHC			AIB	131	Fund of Bank Lending	3 SHC			AIB	141	Law & Banking: Principles	3 SHC			AIB	222	Money and Banking	3 SHC			BUS	217	Employment Law and Regs	3 SHC			BUS	234	Training and Development	3 SHC			BUS	256	Recruit Select & Per Plan	3 SHC			BUS	258	Compensation and Benefits	3 SHC			BUS	259	HRM Applications	3 SHC		33-38 SHC	30-31 SHC	
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<p>International Business <i>Select one of the following tracks:</i></p> <p>Global Business Management Track</p> <p>ACC 270 International Accounting 3 SHC</p> <p>INT 110 International Business 3 SHC</p> <p>INT 210 International Trade 3 SHC</p> <p>INT 220 International Economics 3 SHC</p> <p>INT 230 International Law 3 SHC</p> <p>Import Export Compliance Track</p> <p>IEC 225 International Shipping 3 SHC</p> <p>IEC 226 Intro to Export Admin Reg 3 SHC</p> <p>IEC 227 Elec Import/Export Doc 3 SHC</p> <p>IEC 228 Importing 3 SHC</p> <p>Marketing</p> <p>MKT 220 Advertising & Sales Promotio 3 SHC</p> <p>MKT 225 Marketing Research 3 SHC</p> <p>MKT 227 Marketing Applications 3 SHC</p> <p>MKT 232 Social Media Marketing 4 SHC</p> <p><i>Select one:</i></p> <p>MKT 123 Fundamentals of Selling 3 SHC</p> <p>MKT 223 Customer Service 3 SHC</p> <p>Operations Management</p> <p>ISC 121 Envir Health & Safety 3 SHC</p> <p>ISC 210 Oper & Prod Planning 3 SHC</p> <p>OMT 112 Materials Management 3 SHC</p> <p>OMT 260 Issues in Operations Mgt 3 SHC</p> <p><i>Select one:</i></p> <p>ISC 130 Intro to Quality Control 3 SHC</p> <p>ISC 131 Quality Management 3 SHC</p> <p>ISC 132 Mfg Quality Control 3 SHC</p> <p>ISC 221 Statistical Qual Control 3 SHC</p> <p>Public Administration</p> <p>PAD 151 Intro to Public Admin 3 SHC</p> <p>PAD 251 Public Finance & Budgeting 3 SHC</p> <p>PAD 252 Public Policy Analysis 3 SHC</p> <p><i>Select one.</i></p> <p>PAD 152 Ethics in Government 3 SHC</p> <p>BUS 240 Business Ethics 3 SHC</p>			
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C. Other Major Hours.
To be selected from the following prefixes:
 ACC, AIB, BAF, BAS, BUS, CIS, CSC, CSV, CTS, DBA, ECM, ECO, ETR, GIS, HMT, HRM, INS, INT, ISC, LOG, MKT, NPO, OMT, OST, PAD, PMT, RLS, SST, WBL and WEB.

Up to three semester hour credits may be selected from the following prefixes: ARA, ASL, CHI, FRE, GER, ITA, JPN, LAT, POR, RUS and SPA.

III. Other Required Hours
A college may include courses to meet graduation or local employer requirements in a certificate (0-1 SHC), diploma (0-4 SHC), or an associate in applied science (0-7 SHC) program. These curriculum courses shall be selected from the Combined Course Library and must be approved by the System Office prior to implementation. Restricted, unique, or free elective courses may not be included as other required hours.

Approved by the State Board of Community Colleges on November 13, 1996; Revised 07/17/98; Revised 09/26/00; Revised 03/22/02; Revised 04/24/02; SBCC Revised 05/17/02; SBCC Revised 11/15/02; CRC Revised 06/13/05; SBCC Revised 07/15/05; Revised 03/27/06; Revised 04/10/06; Revised 04/11/06; SBCC Revised 09/21/07; CRC Revised 03/27/08; SBCC Revised 10/17/08; Revised 12/16/08, Revised 10/08/10; Editorial Revision 06/18/13; Editorial Revision 10/14/13; Editorial Revision 11/22/13. SBCC Revised 08/15/14.

IV. Employability Competencies

Fundamental competencies that address soft skills vital to employability, personal, and professional success are listed below. Colleges are encouraged to integrate these competencies into the curriculum by embedding appropriate student learning outcomes into one or more courses or through alternative methods.

- A. Interpersonal Skills and Teamwork** – The ability to work effectively with others, especially to analyze situations, establish priorities, and apply resources for solving problems or accomplishing tasks.
- B. Communication** – The ability to effectively exchange ideas and information with others through oral, written, or visual means.
- C. Integrity and Professionalism** – Workplace behaviors that relate to ethical standards, honesty, fairness, respect, responsibility, self-control, criticism and demeanor.
- D. Problem-solving** – The ability to identify problems and potential causes while developing and implementing practical action plans for solutions.
- E. Initiative and Dependability** – Workplace behaviors that relate to seeking out new responsibilities, establishing and meeting goals, completing tasks, following directions, complying with rules, and consistent reliability.
- F. Information processing** – The ability to acquire, evaluate, organize, manage, and interpret information.
- G. Adaptability and Lifelong Learning** – The ability to learn and apply new knowledge and skills and adapt to changing technologies, methods, processes, work environments, organizational structures and management practices.
- H. Entrepreneurship** – The knowledge and skills necessary to create opportunities and develop as an employee or self-employed business owner.

***The North Carolina Career Clusters Guide was developed by the North Carolina Department of Public Instruction and the North Carolina Community College system to link the academic and Career and Technical Education programs at the secondary and postsecondary levels to increase student achievement. Additional information about Career Clusters is located at:*

http://www.nc-net.info/NC_career_clusters_guide.php or <http://www.careertech.org>.

Summary of Required Semester Hour Credits (SHC) for each credential:

	AAS	Diploma	Certificate
Minimum General Education Hours	15	6	0
Minimum Major Hours	49	30	12
Other Required Hours	0-7	0-4	0-1
Total Semester Hours Credit (SHC)	64-76	36-48	12-18

CURRICULUM STANDARD

Effective Term
Fall 2015
[2015*03]

Curriculum Program Title	Hunting and Shooting Sports Management	Code	A25600
Concentration	(not applicable)		CIP Code: 52.0201

Curriculum Description

This curriculum is designed to prepare students for a career in hunting and shooting sports retail businesses.

Course work includes concepts such as accounting, basic gunsmithing, business management, advertising and sales promotion, introduction to shooting sports, gun shop management and sports hunting.

Graduates should be prepared for employment opportunities in large and small retail sporting centers, private hunting and shooting sports businesses, and shooting sports equipment manufacturing.

*Curriculum Requirements**

[for associate degree, diploma, and certificate programs in accordance with 1D SBCCC 400.97 (3)]

- I. General Education.** Degree programs must contain a minimum of 15 semester hours including at least one course from each of the following areas: humanities/fine arts, social/behavioral sciences, and natural sciences/mathematics. Degree programs must contain a minimum of 6 semester hours of communications. Diploma programs must contain a minimum of 6 semester hours of general education; 3 semester hours must be in communications. General education is optional in certificate programs.
- II. Major Hours.** AAS, diploma, and certificate programs must include courses which offer specific job knowledge and skills. Work-based learning may be included in associate in applied science degrees up to a maximum of 8 semester hours of credit; in diploma programs up to a maximum of 4 semester hours of credit; and in certificate programs up to a maximum of 2 semester hours of credit. *(See second page for additional information.)*
- III. Other Required Hours.** A college may include courses to meet graduation or local employer requirements in a certificate, diploma, or associate in applied science program. These curriculum courses shall be selected from the Combined Course Library and must be approved by the System Office prior to implementation. Restricted, unique, or free elective courses may not be included as other required hours.

	AAS	Diploma	Certificate
Minimum General Education Hours	15	6	0
Minimum Major Hours	49	30	12
Other Required Hours	0-7	0-4	0-1
Total Semester Hours Credit (SHC)	64-76	36-48	12-18

**Within the degree program, the institution shall include opportunities for the achievement of competence in reading, writing, oral communication, fundamental mathematical skills, and basic use of computers.*

Major Hours

[ref. 1D SBCCC 400.97 (3)]

- A. Core.** The subject/course core is comprised of subject areas and/or specific courses which are required for each curriculum program. A diploma program offered under an approved AAS program standard or a certificate which is the highest credential level awarded under an approved AAS program standard must include a minimum of 12 semester hours credit derived from the subject/course core of the AAS program.
- B. Concentration** (if applicable). A concentration of study must include a minimum of 12 semester hours credit from required subjects and/or courses. The majority of the course credit hours are unique to the concentration. The required subjects and/or courses that make up the concentration of study are in addition to the required subject/course core.
- C. Other Major Hours.** Other major hours must be selected from prefixes listed on the curriculum standard. A maximum of 9 semester hours of credit may be selected from any prefix listed, with the exception of prefixes listed in the core or concentration. Work-based learning may be included in associate in applied science degrees up to a maximum of 8 semester hours of credit; in diploma programs up to a maximum of 4 semester hours of credit; and in certificate programs up to a maximum of 2 semester hours of credit.

Hunting and Shooting Sports Management A25600

	AAS	Diploma	Certificate																																																																
Minimum Major Hours Required	49 SHC	30 SHC	12 SHC																																																																
<p>A. CORE <i>Courses required for the diploma are designated with *</i></p> <p>Required Courses:</p> <table style="width: 100%; border: none;"> <tr> <td style="width: 40%;">BUS 115 Business Law I</td> <td style="width: 10%; text-align: right;">3 SHC</td> <td></td> <td></td> </tr> <tr> <td>* BUS 137 Principles of Management</td> <td style="text-align: right;">3 SHC</td> <td></td> <td></td> </tr> <tr> <td>* MKT 120 Principles of Marketing</td> <td style="text-align: right;">3 SHC</td> <td></td> <td></td> </tr> <tr> <td>MKT 220 Advertising and Sales Promotio</td> <td style="text-align: right;">3 SHC</td> <td></td> <td></td> </tr> <tr> <td>* SSM 110 Intro to Shooting Sports</td> <td style="text-align: right;">4 SHC</td> <td></td> <td></td> </tr> <tr> <td>* SSM 111 Gun Shop Management</td> <td style="text-align: right;">3 SHC</td> <td></td> <td></td> </tr> <tr> <td>* SSM 112 Sports Hunting</td> <td style="text-align: right;">3 SHC</td> <td></td> <td></td> </tr> <tr> <td>* SSM 114 Shooting Sports Mgmt</td> <td style="text-align: right;">5 SHC</td> <td></td> <td></td> </tr> </table> <p>Required Subject Areas:</p> <p>*Accounting. Select one:</p> <table style="width: 100%; border: none;"> <tr> <td style="width: 40%;">ACC 115 College Accounting</td> <td style="width: 10%; text-align: right;">4 SHC</td> <td></td> <td></td> </tr> <tr> <td>ACC 120 Prin of Financial Accounting</td> <td style="text-align: right;">4 SHC</td> <td></td> <td></td> </tr> </table> <p>Economics. Select one:</p> <table style="width: 100%; border: none;"> <tr> <td style="width: 40%;">ECO 151 Survey of Economics</td> <td style="width: 10%; text-align: right;">3 SHC</td> <td></td> <td></td> </tr> <tr> <td>ECO 251 Prin of Microeconomics</td> <td style="text-align: right;">3 SHC</td> <td></td> <td></td> </tr> <tr> <td>ECO 252 Prin of Macroeconomic</td> <td style="text-align: right;">3 SHC</td> <td></td> <td></td> </tr> </table> <p>*Computer Applications. Select one:</p> <table style="width: 100%; border: none;"> <tr> <td style="width: 40%;">CIS 110 Introduction to Computers</td> <td style="width: 10%; text-align: right;">3 SHC</td> <td></td> <td></td> </tr> <tr> <td>CIS 111 Basic PC Literacy</td> <td style="text-align: right;">2 SHC</td> <td></td> <td></td> </tr> <tr> <td>OST 137 Office Software Applicat.</td> <td style="text-align: right;">3 SHC</td> <td></td> <td></td> </tr> </table>	BUS 115 Business Law I	3 SHC			* BUS 137 Principles of Management	3 SHC			* MKT 120 Principles of Marketing	3 SHC			MKT 220 Advertising and Sales Promotio	3 SHC			* SSM 110 Intro to Shooting Sports	4 SHC			* SSM 111 Gun Shop Management	3 SHC			* SSM 112 Sports Hunting	3 SHC			* SSM 114 Shooting Sports Mgmt	5 SHC			ACC 115 College Accounting	4 SHC			ACC 120 Prin of Financial Accounting	4 SHC			ECO 151 Survey of Economics	3 SHC			ECO 251 Prin of Microeconomics	3 SHC			ECO 252 Prin of Macroeconomic	3 SHC			CIS 110 Introduction to Computers	3 SHC			CIS 111 Basic PC Literacy	2 SHC			OST 137 Office Software Applicat.	3 SHC			36-37 SHC	27-28 SHC	
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<p>C. OTHER MAJOR HOURS <i>To be selected from the following prefixes:</i></p> <p style="text-align: center;">ACC, BUS, CIS, CSC, CTS, DBA, ECM, ECO, ETR, GSM, INS, MKT, OST, PMT, SSM, WBL, and WEB</p> <p style="text-align: center;"><i>Up to three semester hour credits may be selected from the following prefixes: ARA, ASL, CHI, FRE, GER, ITA, JPN, LAT, POR, RUS and SPA.</i></p>																																																																			

CURRICULUM STANDARD

Effective Term
Fall 2015
*[2015*03]*

Curriculum Program Title	Global Logistics and Distribution Management Technology	Code	A25610
Concentration	(not applicable)		<i>CIP Code: 52.0203</i>

Curriculum Description

The Global Logistics / Distribution Management Technology curriculum prepares individuals for a multitude of career opportunities in distribution, transportation, warehousing, supply chain, and manufacturing organizations.

Course work includes the international and domestic movement of goods from the raw materials source(s) through production and ultimately to the consumer. Courses in transportation, warehousing, inventory control, material handling, purchasing, computerization, supply chain operations and federal transportation and OSHA regulations are emphasized.

Graduates should qualify for positions in a wide range of logistics-related positions in government agencies, manufacturing, and service organizations. Employment opportunities include entry-level purchasing, material management, warehousing, inventory, transportation, international freight, and logistics analysts. Upon completion, graduates may be eligible to pursue professional credentials through APICS, AST&L, CSCMP, and ISM.

*Curriculum Requirements**

[for associate degree, diploma, and certificate programs in accordance with 1D SBCCC 400.97 (3)]

- I. General Education.** Degree programs must contain a minimum of 15 semester hours including at least one course from each of the following areas: humanities/fine arts, social/behavioral sciences, and natural sciences/mathematics. Degree programs must contain a minimum of 6 semester hours of communications. Diploma programs must contain a minimum of 6 semester hours of general education; 3 semester hours must be in communications. General education is optional in certificate programs.
- II. Major Hours.** AAS, diploma, and certificate programs must include courses which offer specific job knowledge and skills. Work-based learning may be included in associate in applied science degrees up to a maximum of 8 semester hours of credit; in diploma programs up to a maximum of 4 semester hours of credit; and in certificate programs up to a maximum of 2 semester hours of credit. *(See second page for additional information.)*
- III. Other Required Hours.** A college may include courses to meet graduation or local employer requirements in a certificate, diploma, or associate in applied science program. These curriculum courses shall be selected from the Combined Course Library and must be approved by the System Office prior to implementation. Restricted, unique, or free elective courses may not be included as other required hours.

	AAS	Diploma	Certificate
Minimum General Education Hours	15	6	0
Minimum Major Hours	49	30	12
Other Required Hours	0-7	0-4	0-1

**Within the degree program, the institution shall include opportunities for the achievement of competence in reading, writing, oral communication, fundamental mathematical skills, and basic use of computers.*

Major Hours

[ref. 1D SBCCC 400.97 (3)]

- A. Core.** The subject/course core is comprised of subject areas and/or specific courses, which are required for each curriculum program. A diploma program offered under an approved AAS program standard or a certificate which is the highest credential level awarded under an approved AAS program standard must include a minimum of 12 semester hours credit derived from the subject/course core of the AAS program.
- B. Concentration** (if applicable). A concentration of study must include a minimum of 12-semester hours credit from required subjects and/or courses. The majority of the course credit hours are unique to the concentration. The required subjects and/or courses that make up the concentration of study are in addition to the required subject/course core.
- C. Other Major Hours.** Other major hours must be selected from prefixes listed on the curriculum standard. A maximum of 9 semester hours of credit may be selected from any prefix listed, with the exception of prefixes listed in the core or concentration. Work-based learning may be included in associate in applied science degrees up to a maximum of 8 semester hours of credit; in diploma programs up to a maximum of 4 semester hours of credit; and in certificate programs up to a maximum of 2 semester hours of credit.

Global Logistics and Distribution Management Technology A25610

	AAS	Diploma	Certificate
Minimum Major Hours Required	49 SHC	30 SHC	12 SHC
A. CORE <i>A diploma offered under this AAS degree requires a minimum of 12 SHC Extracted from the required subject/course core of the AAS degree.</i>	33-37 SHC		

<p>Required Courses:</p> <p>BUS 115 Business Law I 3 SHC BUS 137 Principles of Management 3 SHC LOG 110 Introduction to Logistics 3 SHC MKT 120 Principles of Marketing 3 SHC</p> <p>Required Subject Area: Computer Applications. Select one.</p> <p>CIS 110 Introduction to Computers 3 SHC CIS 111 Basic PC Literacy 2 SHC OST 137 Office Software Applicat. 3 SHC</p> <p>Select one of the following two tracks:</p> <p>I. Global Logistics Technology</p> <p>LOG 125 Transportation Logistics 3 SHC LOG 215 Supply Chain Management 3 SHC LOG 235 Import/Export Management 3 SHC LOG 240 Purchasing Logistics 3 SHC LOG 250 Advanced Global Logistics 4 SHC</p> <p><i>Select one.</i></p> <p>INT 110 International Business 3 SHC INT 230 International Law 3 SHC ISC 131 Quality Management 3 SHC ISC 135 Principles of Industrial Mgmt 4 SHC</p> <p>II. Distribution Management</p> <p>LOG 120 Global Logistics 3 SHC LOG 210 Fleet Management 3 SHC LOG 211 Distribution Management 3 SHC LOG 220 Logistics Management 3 SHC LOG 230 Transportation Management 3 SHC</p> <p><i>Select one:</i></p> <p>ACC 115 College Accounting 4 SHC ACC 120 Prin of Financial Accounting 4 SHC</p> <p><i>Select one:</i></p> <p>ECO 151 Survey of Economics 3 SHC ECO 251 Prin of Microeconomics 3 SHC ECO 252 Prin of Macroeconomics 3 SHC</p>			
<p>B. CONCENTRATION <i>(Not applicable)</i></p>			
<p>C. OTHER MAJOR HOURS <i>To be selected from the following prefixes:</i> ACC, AIB, BAF, BAS, BUS, CIS, CSC, CSV, CTS, DBA, ECM, ECO, ETR, GIS, HRM, IEC, INT, ISC, LOG, MKT, OMT, OST, PAD, PMT, WBL, and WEB</p> <p><i>Up to three semester hour credits may be selected from the following prefixes: ARA, ASL, CHI, FRE, GER, ITA, JPN, LAT, POR, RUS and SPA.</i></p>			